

**Massachusetts Division of Insurance**  
**Quarterly Report of Membership in Health Maintenance Organizations**  
**as of June 30, 2004 <sup>1</sup>**

**TOTAL MEMBERSHIP BY COUNTY**

	<b>Barnstable</b>	<b>Berkshire</b>	<b>Bristol</b>	<b>Dukes</b>	<b>Essex</b>	<b>Franklin</b>	<b>Hampden</b>	<b>Hampshire</b>	<b>Middlesex</b>	<b>Nantucket</b>	<b>Norfolk</b>	<b>Plymouth</b>	<b>Suffolk</b>	<b>Worcester</b>	<b>Massachusetts</b>
	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter
<b>Aetna Health Inc.</b>	223	42	326	0	1,936	93	866	309	3,077	0	1,068	499	945	1,412	10,796
<b>CIGNA HealthCare of Massachusetts, Inc.<sup>2</sup></b>	137	37	226	1	614	188	1,260	347	1,442	0	511	376	224	11,671	17,034
<b>ConnectiCare of Massachusetts, Inc.</b>	2	32	0	0	3	270	7,292	1,795	2	0	1	0	0	83	9,480
<b>Fallon Community Health Plan, Inc.</b>	133	5	853	5	4,713	1,117	943	226	15,685	0	2,574	807	685	141,488	169,234
<b>Great-West Healthcare of Massachusetts, Inc.<sup>3</sup></b>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Harvard Pilgrim Health Care, Inc.</b>	23,984	685	39,485	3,199	52,906	729	2,111	1,175	148,292	11	81,373	50,420	68,863	40,484	513,717
<b>Health New England, Inc.</b>	5	10,197	2	1	2	6,279	32,754	14,439	10	0	2	11	5	332	64,039
<b>HMO Blue<sup>4</sup></b>	29,514	19,022	63,206	333	95,463	10,300	45,302	16,960	173,613	631	80,546	64,492	43,169	83,708	726,259
<b>Neighborhood Health Plan, Inc.</b>	164	384	6,542	8	22,831	176	2,040	90	17,609	0	9,597	7,733	43,229	5,813	116,216
<b>Tufts Associated HMO, Inc.<sup>5</sup></b>	11,120	2,149	26,971	0	63,480	3,956	16,775	6,957	147,504	1	57,502	41,735	36,170	56,769	471,089
<b>UnitedHealthcare of New England, Inc.</b>	43	0	1,242	0	21	0	6	2	140	0	87	78	34	157	1,810
<b>Total HMO Members</b>	65,325	32,553	138,853	3,547	241,969	23,108	109,349	42,300	507,374	643	233,261	166,151	193,324	341,917	2,099,674
<b>2003 Massachusetts Population<sup>6</sup></b>	229,545	133,310	547,008	15,601	737,848	72,204	461,190	155,101	1,471,724	10,724	654,331	487,521	680,705	776,610	6,433,422
<b>Market Penetration Rate<sup>7</sup></b>	28.46%	24.42%	25.38%	22.74%	32.79%	32.00%	23.71%	27.27%	34.47%	6.00%	35.65%	34.08%	28.40%	44.03%	32.64%

<sup>1</sup> Information reported by HMOs as of the end of the second quarter of 2004 based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.0"

that instructs HMOs to exclude members for whom the HMO did not bear any financial risk. Beginning January 1, 2004, membership reflects those persons enrolled only in closed network plans;

so-called "dual certificate option" plan (POS) members and insured preferred provider plan members are not included in this report.

<sup>2</sup> The carrier notified the Division on May 14, 2004 that it would discontinue marketing all small group and nongroup health benefit plans on June 23, 2004 and begin non-renewing business as of December 1, 2004.

<sup>3</sup> One Health Plan of Massachusetts, Inc. changed its name to Great-West Healthcare of Massachusetts, Inc. effective July 21, 2003. The carrier notified the Division on September 6, 2002 that it would discontinue marketing all group business on October 7, 2002 and begin non-renewing business as of May 1, 2003.

<sup>4</sup> A line of business of Blue Cross and Blue Shield of Massachusetts, Inc.

<sup>5</sup> Doing business as Tufts Associated Health Plan and as Tufts Health Plan.

<sup>6</sup> 2003 Population Source: Table 2: Cumulative Estimates of Population Change for Counties of Massachusetts and County Rankings: April 1, 2000 - July 1, 2003 (CO-EST2003-02-25). Source: Population Division, U.S. Census Bureau. Release Date: April 9, 2004.

<sup>7</sup> Total HMO members in each county divided by the 2003 population in each county.